Baker Tilly Beers & Cutler, PLLC

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GENERAL SERVICES ADMINISTRATION

Federal Supply Service
Authorized Federal Supply Schedule Price List

Financial and Business Solutions
FSC Group: 520
Contract Number: GS-23F-0015X

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA *Advantage!*, a menu-driven database system. The INTERNET address for GSA *Advantage!* is: **GSAAdvantage.gov**.

For more information on ordering from Federal Supply Schedules click on the FSS Schedules at fss.gsa.gov.

Contract Base Period: November 23, 2010 to November 22, 2015

Baker Tilly Beers & Cutler, PLLC
8219 Leesburg Pike Suite #800
Vienna, VA 22182-2625
Telephone: (703) 923-8300
Fax: (703) 923-8330
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Contract Administration:
Scott Davidson, Manager of Federal Contracts
Phone: (703) 923-8456
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GSA
Federal Supply Schedule

Business Size: Large

Prices Shown Herein are Net (discount deducted)

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CUSTOMER INFORMATION

1a. **Special Item Numbers Awarded:**

- 520-3 Due Diligence & Support Services
- 520-11 Accounting
- 520-13 Complementary Financial Management Services
- 520-17 Risk Assessment and Mitigation Services
- 520-22 Grants Management Support Services

1b. For pricing, please refer to rates on Page 7

1c. Please refer to descriptions on Pages 8-12

2. Maximum order:	$1,000,000
3. Minimum order:	$300
4. Geographic coverage:	Domestic delivery only
5. Point(s) of production:	Not Applicable
6. Statement of net price:	Prices as stated are net prices
7. Quantity discounts:	Discounts may be considered at task order level
8. Prompt payment terms:	Not Applicable

9a. Government Purchase Card is accepted at or below the micro-purchase threshold

9b. Government Purchase Card is not accepted above the micro-purchase threshold

10. Foreign Items:	Not Applicable
11a. Time of delivery:	Negotiated at the task order level
11b. Expedited delivery:	Negotiated at the task order level
11c. Overnight and 2-day delivery:	Negotiated at the task order level

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11d. Urgent requirements:	Negotiated at the task order level
12. F.O.B. point(s):	Destination
13a. Ordering Address:	Attn: Dan Head Baker Tilly Beers & Cutler, PLLC 8219 Leesburg Pike Suite #800 Vienna, VA 22182-2625
13b. Ordering procedures:	For supplies and services, the ordering procedures, information on blanket purchase agreements (BPA's), and a sample BPA can be found at the GSA/FSS schedule homepage (fss.gsa.gov/schedules).
14. Payment address:	Baker Tilly Beers & Cutler, PLLC P.O. Box 7398 Madison, WI 53707-7398
15. Warranty provision:	Not Applicable
16. Export packing charges:	Not Applicable
17. Terms and conditions of Government purchase card acceptance:	Contact Contract Administrator
18. Terms and conditions of rental maintenance, and repair:	Not Applicable
19. Terms and conditions of installation:	Not Applicable
20. Terms and conditions of repair parts:	Not Applicable
20a. Terms and conditions for any other services:	Not Applicable
21. List of service and distribution points:	Not Applicable
22. List of participating dealers:	Not Applicable
23. Preventative maintenance:	Not Applicable
24a. Special attributes such as environmental attributes:	Not Applicable
25. Data Universal Number System (DUNS) number:	095355533

26. Baker Tilly Beers & Cutler, PLLC is registered in the Central Contractor Registrations (CCR) database - valid to 8/23/2011

FIRM OVERVIEW

About Baker Tilly

Baker Tilly Virchow Krause, LLP is one of the oldest and largest certified public accounting and consulting firms in the U.S. As an independent member of Baker Tilly International, the world's 8th largest network of accounting firms, we bring you access to market-specific knowledge in more than 110 countries.

Baker Tilly originated in 1931 with a commitment to deliver innovative financial solutions and solid business strategies to our clients. We believe that an accounting firm should complement the business style it is serving. Our approach balances solid financial know-how with a talent for innovation and creativity. This "can do" philosophy has resulted in our position as one of the industry's most progressive and respected accounting firms.

Our clients

Our clients are both privately-held and publicly-traded companies, and occupy all stages of development—from start-ups and family-run businesses to multi-national corporations. They choose Baker Tilly because of our depth of experience, comprehensive service offerings, and commitment to their success.

Many of the businesses we serve are closely-held entities. A large part of our practice consists of providing tax and consulting services such as estate planning, succession planning, and owner buy/sell consultation to closely-held companies.

Worldwide network affiliation

Baker Tilly is an independent member of Baker Tilly International, a global network of high quality, independent accounting and business services firms.

All Baker Tilly members are committed to providing the best possible service to their clients, in their own marketplaces and across the world, wherever help is needed. All firms within the network adhere to the same high quality standards and share skills, resources, and expertise to create best practices.

Defining integrity.
The commitments we make and the promises we keep define our integrity. Trust is the most important outcome of integrity. It defines the relationship as we connect with our clients.

Our firm is able to call upon member firms around the world to provide you with local expertise in any overseas marketplace. This membership provides access to the resources and talent of hundreds of highly respected, independently owned accounting and consulting firms worldwide.

Exceptional client service

In today's environment, people want help with decisions and they want to rely on someone they trust. This is the cornerstone of our profession and one from which Baker Tilly will not deviate.

"Delivering refreshing candor and clear industry insight" is not merely a position statement displayed on the wall. We take this commitment very seriously and strive to develop and nurture relationships with our clients that are proactive, helpful, responsive, knowledgeable, business and industry focused, and valuable. Each Baker Tilly associate is responsible for delivering the high level of service we feel you deserve.

Consulting approach

Baker Tilly provides independent needs based consulting on a relationship basis for a variety of clients. Needs based consulting means we focus on your business needs and challenges, and work with you toward achieving your long-term goals. Baker Tilly has made a significant investment in professionals who have the background and training to add value to our clients. We are not in the business of selling the latest consulting product or management technique. Rather, we work with you to tailor our methodologies and to develop real solutions to further your success.

Our Service Offerings

Our consulting professionals provide the following services to the federal government:

- **Enterprise Performance Management** - Balanced scorecard, benefits realization, Customer Satisfaction, and Government Performance Results Act Compliance
- **Risk Advisory** - Internal Audit, Technology Risk Consulting, Federal Information Security Management Act Compliance
- **Financial Reporting, Budgeting & Analysis**
- **Program and Project Management**
- **Earned Value Management**
- **Process Improvement**
- **Independent Verification & Validation (IV&V)**
- **IT Strategy and Governance**

FABS RATES

Baker Tilly Beers & Cutler
Financial and Business Solutions Rates – Contract No: GS-23F-0015X

SIN(s) Proposed	Labor Category	Base Period 1	Base Period 2	Base Period 3	Base Period 4	Base Period 5
520 - 3	Partner	$366.03	$373.35	$380.82	$388.43	$396.20
520 - 11						
520 - 13						
520 - 17						
520 - 22						
Same as Above	Senior Manager	$302.23	$308.27	$314.44	$320.73	$327.14
Same as Above	Manager II	$266.56	$271.89	$277.33	$282.88	$288.53
Same as Above	Manager I	$230.20	$234.80	$239.50	$244.29	$249.18
Same as Above	Senior Consultant II	$186.69	$190.42	$194.23	$198.12	$202.08
Same as Above	Senior Consultant I	$168.85	$172.23	$175.67	$179.18	$182.77
Same as Above	Staff Consultant II	$143.47	$146.34	$149.27	$152.25	$155.30
Same as Above	Staff Consultant I	$132.50	$135.15	$137.85	$140.61	$143.42

Notes:

(1) All prices listed above are net and include IFF and discounts

LABOR CATEGORY DESCRIPTIONS

Detailed position descriptions for each proposed labor category under the FABS Schedule are as follows:

Partner:

Education and Experience – A Partner typically has at least twelve years of consulting and/or relevant industry experience as well as a bachelor's degree from an accredited university or college.

Roles and Responsibilities – A Partner is responsible for providing leadership, vision, deep industry or subject matter expertise, and strategic direction to the engagement team and client stakeholders. A Partner acts as the liaison between our firm and the client sponsor(s), with overall responsibility for managing the delivery, quality and risk of each engagement.

Senior Manager:

Education and Experience – A Senior Manager typically has at least ten years of consulting and/or relevant industry experience. This experience may include providing management and direction on client programs, aligning project and firm objectives with client needs, and supervising multiple workstreams. Additionally, a Senior Manager has obtained a bachelor's degree from an accredited university or college.

Roles and Responsibilities – A Senior Manager typically manages large, complex programs that are often comprised of more than one project. They design solutions to address core client financial and business issues, and they are recognized as being on the forefront of best practices and technical expertise in their area of focus (e.g. transactions support services, internal audit and compliance, etc.). A Senior Manager is responsible for managing multiple individuals, and coordinating on-going activities to meet deadlines and a budget. Senior Managers provide expertise oversight and advice in the development of financial and business process analyses, reports, and deliverables.

Manager II:

Education and Experience – A Manager II typically has at least seven years of consulting and/or relevant industry experience, to include management and direction of client projects, alignment of project objectives with client needs, and supervision of multiple resources. Additionally, a Manager II has obtained a bachelor's degree from an accredited university or college.

Roles and Responsibilities – A Manager II is responsible for performing the planning, reporting, and budgetary activities on a client engagement as well as managing the day-to-day execution of one or more projects. They have demonstrated an ability to balance multiple complex tasks to achieve desired results. In doing so, a Manager II assumes a leadership role by evaluating alternatives, providing technical guidance to team members and client resources, developing recommendations and solutions, and reviewing the work product of the engagement or client team. A Manager II is responsible for finalizing financial and business process analyses, production of reports and delivering them to stakeholders.

Manager I:

Education and Experience – A Manager I typically has at least five years of consulting and/or relevant industry experience including management and direction of client projects, alignment of project and firm objectives with client needs, and supervision of multiple resources. Additionally, a Manager I has obtained a bachelor's degree from an accredited university or college.

Roles and Responsibilities – A Manager I is involved in the planning, reporting, and budgetary activities on a client engagement. Additionally, a Manager I is responsible for managing the day-to-day execution of a single project. In doing so, a Manager I assumes a leadership role by evaluating alternatives, providing technical guidance to team members and client resources, developing recommendations, and reviewing the work product of the engagement or client team. A Manager I is responsible for finalizing financial and business process analyses, production of reports and delivering them to the Partner or Senior Manager.

Senior Consultant II:

Education and Experience – A Senior Consultant II typically has at least three years of consulting and/or relevant industry experience as well as a bachelor's degree from an accredited university or college.

Roles and Responsibilities – A Senior Consultant II is proficient in performing detailed financial and business process analyses, evaluating the results, suggesting alternatives to resolve issues, and providing status reports to the engagement and client teams. A Senior Consultant II is responsible for the development and supervision of Staff Consultants on engagements providing continued technical guidance and quality assurance on deliverables. Additionally, a Senior Consultant II may assist Managers with planning or budgetary tasks helping to ensure that requirements are satisfied within the budget and on time. Senior Consultants help to prepare for and facilitate meetings and prepare documentation summarizing the results of their work.

Senior Consultant I:

Education and Experience – A Senior Consultant I typically has at least two years of consulting and/or relevant industry experience as well as a bachelor's degree from an accredited university or college.

Roles and Responsibilities – A Senior Consultant I has experience performing detailed financial and business process analyses, evaluating the results and helping to formulate alternatives to resolve issues, and providing status reports to the engagement and client teams. Additionally, a Senior Consultant I is responsible for the development and supervision of Staff Consultants on engagements, providing general guidance along the way and quality assurance on deliverables. A Senior Consultant I may also work with the client and Manager to ensure that requirements are satisfied within the budget and on time. Senior Consultants help prepare for and facilitate meetings and prepare documentation summarizing the results of their work.

Staff Consultant II:

Education and Experience – A Staff Consultant II typically has at least one year of consulting and/or relevant industry experience as well as a bachelor's degree from an accredited university or college.

Roles and Responsibilities – A Staff Consultant II provides analytical support to experienced staff members, including but not limited to research, financial analysis and documentation of data, project scoping, billing, and modeling. A Staff Consultant II is capable of independently interacting with client sponsors and demonstrates technical knowledge including the methods, skills and techniques necessary for performing financial and business process analyses. They demonstrate a clear, concise thought process and logically analyze situations to reach objectives. A Staff Consultant II raises issues and presents solutions in order to achieve the highest quality standards, and demonstrates integrity and respect at all times.

Staff Consultant I:

Education and Experience – A Staff Consultant I has obtained a bachelor's degree from an accredited university or college.

Roles and Responsibilities – A Staff Consultant I provides analytical support to experienced staff members, including but not limited to research, financial and business process analysis and documentation of data, billing, and modeling. A Staff Consultant I demonstrates technical knowledge including the methods, skills and techniques necessary for performance. They logically analyze situations to reach objectives and raise issues in order to achieve the highest quality standards.

YEARS OF EXPERIENCE SUBSTITUTIONS

Individuals possessing an advanced degree (e.g. MS, MA, MSA, MBA, JD, and PhD) may be afforded up to two years of experience. Likewise, individuals possessing relevant professional certifications may be afforded the equivalent of one year of experience. Relevant professional certifications include but are not limited to the following: Certified Public Accountant ("CPA"), Certified Internal Auditor ("CIA"), Certified Fraud Examiner ("CFE"), Certified Valuation Analyst ("CVA"), Certified Information Privacy Professional ("CIPP"), Certified Information System Auditor ("CISA"), Certified Information Systems Security Professional ("CISSP"), and Global Information Assurance Certification (GIAC) Security Essentials Certification ("GSEC"). An individual will not be awarded in excess of two years of experience for multiple advanced degrees or professional certifications.

Degree or Certification Applicable Years of Experience:

Degree or Certification	Applicable Years of Experience
Professional Certification (e.g., CPA, CIA, etc.)	1
1-Year Advanced Degree (e.g., MSA)	1
2-Year Advanced Degree (e.g., MBA)	2
3-year Advanced Degree (e.g., PhD, JD, etc.)	2

FOR ADDITIONAL INFORMATION

For additional information about Baker Tilly and our work with the Federal government, please contact:

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